

Tracy Gulugian

Written by H. K. Wilson

Raised by a single mom who provided a model for the value of hard work, Realtor® Tracy Gulugian demonstrated her extraordinary work ethic early in life. As a young adult, she juggled multiple jobs while attending school at night. Then, at only 23 years old, she obtained her real estate license and began a journey that would define her career. Today, Tracy brings more than three decades of industry experience spanning new construction, residential resale, mortgage loans, office administration and executive management to her practice at My Home Group in Orange County.

Tracy has excelled in each of her professional roles, and in markets from coastal Orange County to Central California, earning numerous accolades as a top producer. She is a Certified Relocation Specialist and holds a New Home Sales Specialist certification from the King County Building Industry Association. Along the way, she and her husband, a real estate broker, have purchased and rehabbed various homes with investor partners. Tracy's experience working in the builder sector combined with her hands-on knowledge of home construction makes her a tremendous resource to clients who are buying a newly built home, remodeling a home or investing in income property.

Tracy was introduced to My Home Group and the Laughton Team by a trusted colleague in 2019. My Home Group emerged as an innovator in the real estate marketplace in 2005, and for the past five years in a row, has been named by "Inc. 500" as one of the fastest growing companies in the nation.



The Laughton Team is one of the country's most successful real estate teams, built on the core beliefs of honesty, service excellence and professional competence. Here, Tracy says she has found a positively charged and collaborative working environment where she can put her experience to constructive use. "My friend assured me that this company and team were absolutely fantastic, and she was right," Tracy says. "I saw that their business model was completely different than most brokers. These are all highly successful and motivated people, and this is the kind of positive environment I like to surround myself with. We also have a unique partnership with Zillow."

With her comprehensive real estate background, Tracy has an elevated understanding of the many variables that can arise during any given transaction. She not only has the expertise to help her clients foresee and navigate challenges that can delay the close of escrow, but the humanity to guide them through the process with care. She explains, "My slogan is 'Professionalism With a Personal Touch.' To me, that means treating people as I want to be treated and being thoughtful in everything I do. For example, I take pictures of everything inside of a lease or sale property and put them on a flash drive so that after my client moves out, they have pictures to back themselves up. I try to put myself in their shoes so I can set them and their families up for future success."

According to Tracy, helping her clients make the right move also requires her to be forward thinking. "You can't be closed-minded and think you'll show a client just one property. A lot of agents make the mistake of delivering only what the client is focusing

on, but often clients say they want one thing and end up buying something completely different. Thinking outside the box and helping them discover what they really need is an important part of my job."

Outside of real estate, Tracy is a proud mom of two grown children, a son and a daughter, both of whom are professional golfers. Although she has spent countless hours on the golf course with her kids, she says she has only played the game twice in her life. In her free time, Tracy makes it a priority to assist people in need by helping to connect them with food pantries, social services and employment opportunities. She recently organized a clothing drive in her neighborhood.

Tracy shines as a well-rounded real estate professional, but she says her true specialty is understanding people and how to best serve them. "I am passionate about helping the people I work with. I am not a Realtor® for one transaction, but their Realtor® for life."

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